

Open 8:30 A. M. Close 5:30 P. M.

"THE BUSY CORNER"
S. Kann Sons & Co.
 8TH ST. AND PENNA. AVE.

One-Price Rug Sale Today!

Including Values to \$17.95, of

Wanted Rugs That Are Scarcer Now Than Ever.

Our object is to clear our floor to make room for incoming goods. Only a limited number—so hurry for choice.



7 Rugs—8x12-ft. Seamless Wilton Velvet Rugs, 1 pattern. Selling regularly at \$14.95.
 8 Rugs—8x12-ft. Perfect Axminster Rugs, 2 patterns. Selling regularly at \$17.95.
 5 Rugs—8x12-ft. Seamless 10-wire Brussels Rugs, 3 patterns. Selling regularly at \$14.95.
 6 Rugs—8x10-ft. Seamless Sanford Axminster Rugs, 3 patterns. Selling regularly at \$15.45.
 2 Rugs—8x10 1/2-ft. Axminster Rugs, 2 patterns. Selling at \$17.45.

Today Only, Choice . . . **\$12.95**

There are light and dark colorings, including many stylish two-tone effects, Oriental and floral designs, all-over and medallion centers.

Kann's—Third Floor.

"50,000 Club" Race for Prizes Is Open to All Desiring to Enter

Candidates Delighted with Offers of Automobiles, Pianos, Grafonola, and District Prizes—Extra Votes Offered Those Who Enter Their Subscriptions with Entry Blanks.

There are few who have not longed, either secretly or openly for an automobile. Some did not care much what kind or how old and broken down it might be so long as it would go.

The Washington Herald is now inviting everyone to join the newly organized "50,000 Club," whose members are being offered the chance of receiving a snappy, brand new, up-to-date 1916 model car.

The candidates enrolled are enthusiastic over the fairness of the plan and are at work getting their friends lined-up, ready for active voting to begin.

So far there is only one thing lacking and that is more candidates. With such an attractive array of rich prizes, including automobiles, pianos, a Grafonola, furniture, merchandise orders, and a cash commission to all active non-prize winners, there should be several hundred men and women in this campaign. Where every worker is a sure winner, there should be no limit to the number of people enrolled.

Everybody that loves music in the home should be anxious to have such a magnificent instrument as the Bradbury or Chickering pianos, offered by The Washington Herald as fourth and fifth grand prizes. They are a \$50 Bradbury player piano, and a \$20 Chickering, bought by The Washington Herald and now on display at the F. B. Smith Piano Company, 1217 F street northwest.

The Baby Grand Grafonola, bought of F. S. Lincoln Company, Inc., 612 Twelfth street northwest, is coming in for its share of attention and appeals to many as just the thing they want.

Then there is the \$100 worth of furniture and almost a thousand dollars worth of merchandise orders to be awarded as

district prizes, besides the cash commission for you to think about.

It will pay you to be a member of the family of vote-getters in the "50,000 Club." Do something for yourself and you will find your friends rallying to your support.

To become a candidate all you have to do is to send your name to the "50,000 Club" department, The Washington Herald. You can do this by using the nomination blank that appears elsewhere in this issue, or by letter or telephone. Take advantage of the 5,000 extra votes offered and accompany your nomination with the first subscription.

For full particulars as to conditions of campaign, read display "ad" elsewhere in this issue.

VOTE SCHEDULE FOR NEW SUBSCRIPTIONS PAID IN ADVANCE TO THE WASHINGTON HERALD.

	Votes	Price
Three months.....	1,000	1.50
Six months.....	2,000	1.80
Twelve months.....	5,000	2.50
Twenty-four months.....	10,000	7.50

Daily Only.

	Votes	Price
Three months.....	800	.75
Six months.....	1,500	1.50
Twelve months.....	4,000	3.00
Twenty-four months.....	10,000	6.00

Sunday by mail, with or without daily, 5c. per month extra.

NOTE—Renewals of old subscriptions count for just one-half the number of votes shown above.

Important.
 A new subscription is one given by any person whose immediate family was not receiving The Washington Herald by mail or carrier on January 1, 1915.

Forti Would Change Name.
 Santo Foti, becoming exasperated because the "use of the name Foti produces confusion and calls for explanations," yesterday petitioned the District Supreme Court to permit him to drop the Foti and adopt the name Samuel Santo Fort. The petitioner declares that he is commonly known as "Fort."

Capt. White Buys the Shryock.
 Capt. R. B. White, of Baltimore, has purchased the Schooner Thomas J. Shryock from the estate of the late Capt. William J. Insley. Capt. White has added the vessel to his fleet conducting Chesapeake Bay and North Carolina trade.

Girls! Try It!
HAVE THICK, WAVY, BEAUTIFUL HAIR

Every Particle of Dandruff Disappears and Hair Stops Coming Out.

Draw a Moist Cloth Through Hair and Double Its Beauty at Once.

Your hair becomes light, wavy, fluffy, abundant and appears as soft, lustrous and beautiful as a young girl's after a "Dandierine hair cleanse." Just try this—moisten a cloth with a little Dandierine and carefully draw it through your hair, taking one small strand at a time. This will cleanse the hair of dust, dirt and excessive oil and in just a few moments you have doubled the beauty of your hair.

Besides beautifying the hair at once, Dandierine dissolves every particle of dandruff, cleanses, purifies and invigorates the scalp, forever stopping itching and falling hair.

But what will please you most will be after a few weeks' use when you will actually see new hair—fine and downy at first—yes—but really new hair growing all over the scalp. If you care for pretty, soft hair and lots of it surely get a 25-cent bottle of Knowlton's Dandierine from any druggist or toilet counter, and just try it.

Save your hair! Beautify it! You will say this was the best 25 cents you ever spent.—Adv.

CAPITAL\$1,000,000
 EARNED SURPLUS.....\$1,000,000

Every Depositor

—is extended equal courtesy and attention here, and the SAME RATE OF INTEREST is paid on both LARGE and SMALL ACCOUNTS.

You'll find banking with us pleasant, as well as profitable.

National Savings and Trust Company
 Corner 15th and N. Y. Ave.
 FIFTIETH YEAR.

Answers to Doubters

WE recently announced the sale of the new Encyclopaedia Britannica, 11th edition (guaranteed, authorized and complete), in a compact and convenient "HANDY VOLUME" form, at one-third the price of the Cambridge University issue—the only other issue of this great library—the entire Encyclopaedia Britannica shipped under our sweeping guarantee for a first payment of only \$1.00 down.

We have received hundreds of letters from people who cannot believe what we said about this bargain in our announcement. We want to answer everyone who has any doubts.

Here are some of the questions we have received and our answers to them:

Questions

(a) "Is it the genuine Britannica that you are selling at a reduction of 64% and on a first payment of only \$1.00?"

(b) "Do you really mean that you are selling an issue of the Britannica for 64% less than the Cambridge issue and that it is a well-made book? I don't see how you can do it!"

(c) "Do I correctly understand your advertisement of the 'Handy Volume' issue of the 11th Edition Britannica to mean that this issue contains absolutely all of the contents of the Cambridge University issue, word for word the same? That seems too good to be true."

(d) "I cannot believe that the type is legible. If you have reduced the price and the size, isn't the type in the 'Handy Volume' Britannica so fine that one cannot read it?"

(e) "I want the Britannica and always have wanted it, but I never could afford it. Now the price you are offering it at is so low that I am afraid the print, paper, binding and get-up don't suit the scholarship and reputation of the splendid encyclopaedia I've always longed for."

(f) "You guarantee that the contents are the same in the 'Handy Volume' issue as in the Cambridge issue that costs three times as much. Does this mean text only—have you left out the hundreds of beautifully colored maps and color plates?"

(g) "Is there any time limit on this offer? In other words, could I get this set in a year or two, at the same price and on the same terms as now?"

(h) "What will you do if I order and don't like the books and send them back and they come to you in bad condition? Won't I have to pay for them?"

(i) "Are the 'Handy Volumes' well bound and solidly made? I have often been disappointed in the quality of materials and the workmanship of books that I've bought from glowing descriptions in circulars and advertisements."

(k) "I don't like to doubt what you say in your advertisements. I have had dealings with you and know other people who have bought from you. I have always been satisfied and I have never heard of anybody who thought you treated them unfair, but I want to be sure before I order. How can I see for myself the printing, paper and bindings of the 'Handy Volumes'?"

Answers

(a) We guarantee that the "Handy Volume" issue is the genuine and most recent edition of the Encyclopaedia Britannica. The Britannica is copyrighted in the United States and it is impossible for any one to sell or offer for sale anything called the Encyclopaedia Britannica unless it is the genuine work. The "Handy Volume" issue is manufactured by the same printers and binders as the more expensive book, for the Encyclopaedia Britannica Corporation, the American publishers of the "Handy Volume" issue and the Cambridge University issue.

(b) How we can do it is a long story. Much too long and full of minute detail to tell in this place. It was the result of a long series of experiments—here one saving, there another, both small, then another a little bigger, then a dozen others each so small that by itself it hardly counted but the dozen together making an appreciable difference. We didn't see ourselves how it could be done. But we know it has been done. We can prove that. If you like the product you need not bother over the process.

(c) Everything that is in the new Encyclopaedia Britannica issued by Cambridge University of England is in the "Handy Volume" issue; every page, every article, every line of text, every picture in black and white outline or half-tone; every illustration in just the same colors; every map—absolutely the same contents. If we did not send out the complete Encyclopaedia Britannica, it would be as fraudulent as if we delivered only the New Testament after advertising the Bible!

(d) Professor Roscoe Pound of the Harvard Law School, a well-known authority on jurisprudence and an eminent botanist, writes us as follows, after seeing and examining the "Handy Volume" issue:

Gentlemen:

The new form of the eleventh edition of the Encyclopaedia Britannica is nothing less than marvelous. To put that great work in such small compass and in so useful a form is of itself an achievement; to do so and yet make a page which I can certify is no more trying to a pair of bad eyes than the original edition, is a landmark in bookmaking. You are doing a public service in putting these indispensable volumes within the reach of every one.

Yours very truly,

Cambridge, Mass., Nov. 17, 1915.

ROSCOE POUND.

This is only one of many letters of the same tenor from people who purchased the higher-priced issue and therefore know the Encyclopaedia Britannica, and who have examined the "Handy Volume" issue.

(e) The following letter answers this better than we can. It was written by a professor of English at Harvard who paid three times as much for his set of the Britannica as you will need to pay.

Harvard University, Nov. 17, 1915.

As a subscriber to the original edition of the Encyclopaedia Britannica, I have been curious to see how the problem would be solved of making the work more compact and cheaper without rendering it illegible. An examination of the new issue proves that the solution has been found. The type, though smaller, is no less clear than before, the illustrations and maps are in no ways impaired, in appearance the volumes are just as attractive, and the reduction in size makes them infinitely easier to handle. I have seen no achievement in the art of bookmaking more surprising.

Yours very truly,

W. A. NELSON.

(f) The maps and color plates are all there and all in the same colors. Not one of them is left out. Most of them are from new color blocks so that the colors are brighter, clearer, better and more accurate than the last printings of the color plates in the big books. Color-printing and all other details of manufacture are supervised by the publishers and are done for them, not for us, under the same strict rules of "the best, no matter what the cost," that governed the manufacture of the Cambridge issue.

(g) We advise you to order now. Orders can be filled promptly from stock now on hand. But there will be a long waiting list when the first supply of sets is exhausted; the second supply will come in slowly, because the manufacture of these fine books cannot be rushed. The offer is limited. We can't say when it will be withdrawn. But you can be sure that you cannot "get this set in a year or two at the same price and on the same terms as now."

(h) We take all the risk. We expect you to be satisfied. We know the quality of the work that is in the "Handy Volumes" and we know how useful and valuable the Encyclopaedia Britannica is. We want you to test the set. If you are not satisfied, we want the books back and we will return your money. If the books come back showing no signs of use, we should not feel sure that you had given them a fair test. Under no circumstances will you be asked to pay for any damage.

(Note: We pay all shipping charges on any set returned because it is not satisfactory—no matter why.)

(i) The "Handy Volumes" are well made and well bound. What we say of them is simple fact and not "brag." They are made from the same grade of raw materials, paper, cloth and leather, as are used for the more expensive Cambridge issue. The two issues are manufactured by the same paper makers, leather manufacturers, printers and binders. The saving in price does not come from any skimping in quality of materials or of manufacture. There is no skimping.

(k) We will send you a booklet with reproductions in color of the different bindings and sample pages; or a sample volume in any binding you like; or both.

WE stand back of everything we say in this and all other advertisements of the Encyclopaedia Britannica. We have a reputation for honest and fair dealing, for understatement instead of any "advertiser's exaggeration or bluster"—a reputation we have worked hard to earn and that we can modestly say we really deserve.

We know that no one advertisement and no number of advertisements can tell all we know and want you to know about the "Handy Volume" issue. Remember that we stand back of what we say in these advertisements and besides

We stand back of the whole "Handy Volume" issue. We know that all the details of manufacture, of price, of terms, etc., in this offer are all right. You need have no doubt about them.

Seeing Is Believing

See actual sets in the different styles of bindings; examine print, pictures and paper; leave your order for a set at

"THE BUSY CORNER"
S. Kann Sons & Co.
 8TH ST. AND PENNA. AVE.

Or you need pay only \$1.00 down to secure the shipment of a complete set. Look it over in your home at your leisure. Let your own eyes, your own judgment decide if the set is what we claim and what you want. You can send it back any time within three weeks if you're not satisfied for any reason; and we will refund you all you have paid—not only the dollar you send for first payment, but all you spend for shipping charges.

If you want samples of type and illustrations, ask for our booklet of information.

If you want to know about bindings—color, material, cost—ask for this same booklet. It has colored reproductions of the different covers, and lists, prices and terms for sets in the different bindings.

Sears, Roebuck and Co.
 CHICAGO.

SEARS, ROEBUCK AND CO.

Sirs: Chicago

Date.....

Send me, free and without putting me under any obligations,
☐ 1. Your booklet of information showing samples of type and illustrations and pictures of bindings of the "Handy Volume" issue of the Britannica.
☐ 2. Order form which I will sign on receipt. Reserve one set for me. \$1 enclosed as first payment.

135

Name

Address